

Vendor Fair 2004: Something to Look Forward To! The EPP Program Is Planning Its 10th Anniversary Event



Last fall, on October 8th 2003, the Environmental Purchasing Program held its signature annual event, the 9th Buy Recycled and Environmentally Preferable Products Vendor Fair and Conference. Attended by over 800 environmental and purchasing officials from all over the Commonwealth and surrounding states and over 110 EPP exhibiting businesses, the event again proved that utilizing purchasing practices as a means to address environmental issues is now an important strategy for public officials in state and local government.

Based on the evaluations for the 2003 event:

- 98% of attendees stated that they made new vendor contacts and 100% of those respondents said they would most likely contact those businesses after the conference.
- 90% said the event would most likely lead to changes in their purchasing practices and 100% would recommend that this event be held again in the future.

But we hope that your need for information on environmentally preferable purchases has not been satisfied just yet. The event team is already planning a spectacular 10th Anniversary program that will highlight the successes of the past 10 years and provide new and innovative directions to consider for the future. We have also made many of the 2003 conference materials including the workshop presentations available on our [website](#). We encourage you all to look to this newsletter to stay informed about what is going on in the world of EPPs between the Vendor Fairs. See you on October 26, 2004 in Worcester!



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In the Works

ZOOM... Without the Gloom

OSD Puts a New Contract for Hybrid Vehicles in Gear

Did you know that passenger vehicles account for an estimated 40% of the oil products consumed in the United States? For governments interested in improving air quality, reducing reliance on foreign oil and conserving resources, better fuel economy within their fleet of vehicles has become a major priority.

Enter the cleaner, greener solution of the hybrid electric vehicle (HEV). Hybrid electric vehicles (HEVs) represent the latest in automotive technology, and are among the cleanest cars ever to be offered to consumers. The twin goals of hybrid manufacturers are to reduce greenhouse gas emissions and to increase fuel efficiency. The power source for all hybrid vehicles is a combination of an ultra-efficient internal combustion engine and a high-output electric motor.

Unlike electric vehicles (EVs), HEVs never need to be plugged into an electrical outlet. When needed, the battery that powers the electric motor is charged primarily through the gasoline engine and through regenerative braking. The gasoline engine is turned off when not needed – sitting at a stoplight, braking, or descending a hill. Other technological advancements include utilization of low rolling resistance tires, advanced catalytic converters, low aerodynamic drag, and weight savings. Although the Honda Hybrid Civic and the Toyota Prius are currently the only hybrids available to consumers, all of the leading car manufactures are researching and developing hybrids.

Massachusetts State Contract #VEH58: Coming this Summer!

A statewide contract for the purchase of the Prius is outlined in VEH 34, located on the Comm-PASS Contract Page, along with a contract summary, current pricing, vendor information, and links to available solicitation files. However, a new contract is currently underway that seeks to include new editions of hybrid vehicles offered by manufacturers as of the 2005 model year.

FAQs

Question: I heard that there is a tax deduction available for those who purchase hybrid vehicles. Is it true?

Answer: Yes, it is. Currently, there is a \$1,500 tax deduction for purchasing a fuel-efficient hybrid vehicle. In addition to that, there is a \$3,000 tax credit for electric vehicles purchased new. These incentives will be phased out by 2007 however, so hurry to buy clean-fuel vehicles (as IRS calls them)!

Got a question? Send it to us and we'll answer it in the EPP Buyer Update!



Honda Hybrid Civic

The technology behind the Honda Hybrid Civic evolved from the Honda Insight, three time winner of the “Greenest Vehicle” award by the American Council for an Energy Efficient Economy. The Hybrid Civic is powered by the Integrated Motor Assist (IMA), where an electric motor periodically assists a highly fuel-efficient 4-cylinder engine.

To increase the efficiency of the internal combustion engine, the engine features Intelligent Dual-Point Sequential Ignition (i-DSI) and uses lean-burn technology. EPA has rated the Hybrid Civic as an Ultra-Low Emissions Vehicle (ULEV), with an estimated fuel economy of 46 to 51 miles per gallon.



Toyota Prius

The main goal behind production of the Toyota Prius was to lower overall tailpipe emissions. This is accomplished through the Toyota Hybrid System (THS) power-train, which allows the engine to operate at its most efficient mode by allowing either the electric motor or the gasoline engine to solely power the vehicle, or a combination of the two.

To increase fuel efficiency during initial acceleration, the Prius is powered by the electric motor until a speed of 13 to 25 miles per hour is reached. The Prius is rated by the California Air Resources Board as a Super Ultra Low Emission Vehicle (SULEV), and obtains a fuel efficiency that ranges between 45 to 52 miles per gallon.

EPP Cleaners



OSD Update on EPP Cleaners: Look it up!

A few months ago, OSD released the OSD Update detailing information on the newly awarded "GRO16, Cleaning Products, Environmentally Preferable" contract.

In addition to providing a detailed list of supplies and line-by-line product pricing, the document includes information on the following:

- Dispensing equipment for cleaning products,
- Staff training (all contractors offer it free of charge),
- Product packaging and labeling,
- Any possible asthma-causing agents,
- Manufacturers' animal testing and corporate environmental policies.

For those who like to place one order for cleaners and janitorial paper products, six of the current contractors offer toilet tissue, paper towels and napkins that meet or exceed Massachusetts and federal standards for post-consumer content and are unbleached or bleached without the use of chlorine.

Trial opportunity: At last year's EPP Vendor Fair many of the GRO16 contractors offered "try before you buy" opportunities. Some of these may still be available. Call one or more of the contractors to learn the details.

The OSD Update is available online at <ftp://ftp.comm-pass.com/Data/0140800009.pdf>

EPP Cleaners on the News

Green cleaners produced by one of the manufacturers whose products are available on current statewide contract for EPP cleaners was featured on New York's ABC-TV!



The news segment is available for viewing online at <http://www.h2orange2.com/Video2.htm>

Green Cleaners: Institutional Purchasers Influence Nationwide Market

Scot Case, Center for a New American Dream

The multi-state group that developed specifications for environmentally preferable cleaning products (used for the Massachusetts green cleaners contract) is having an enormous positive impact on the entire cleaning industry. Recently I saw it first hand in Chicago at the International Sanitary Supply Association conference. It was a HUGE conference with more than 15,000 participants and 700 exhibitors selling everything anyone would need to run a janitorial services company.

The biggest highlight of the event was seeing what a huge impact the green cleaners working group is having on the cleaning industry. All of the larger chemical companies were very familiar with our work. Green cleaning was definitely the biggest buzz at the conference. All of the conference regulars commented about how it suddenly seemed to be the most important issue in the industry. Even companies who have expressed little interest in the green purchasing movement were suddenly taking interest.

Additional highlights:

- Last year, there were zero institutional cleaning products certified by Green Seal. This year there were 31. Both Green Seal and the manufacturers credit this group's work to establish consensus among the purchasers as an important reason for the sudden interest in Green Seal certification.
- The conference newspaper (yes, the conference was so big it had a daily newspaper) was full of stories about green cleaning. One of the articles was a partial reprint of an old Center press release highlighting the work of this group. It quotes Betsy Taylor (the Center's president) disparaging "the toxic witches brew of known carcinogens and reproductive toxins" that pass as cleaning products in many buildings. There are also several quotes from Marcia Deegler talking about the success of the Massachusetts effort.

Just think about it! Our efforts to promote green cleaners have affected the entire cleaning industry within as little as a year! Today green cleaners are on the radar screen of this industry's major players. Keep choosing green!

Scot Case is Director of Procurement Strategies at the Center for a New American Dream. Staff of the Massachusetts EPP and State Sustainability Programs were part of the multi-state effort – coordinated by the Center - to develop specifications for environmentally preferable cleaners.

Consumer Corner



U.S. EPA Helps Consumers Buy Green!

On April 22, 2004, EPA New England hosted their second annual Green Consumer Vendor Fair featuring energy efficient, recycled, less-toxic, organic, or otherwise environmentally preferable products and services. Unlike the MA EPP Vendor Fair, this event focused on consumer products and services (not institutional items) and was designed to educate and empower the purchasing decisions of over 800 EPA staff, as well as state employees and invited guests.

The fair provided an opportunity for local and regional vendors to display and sell their products and services. For one day, EPA-New England offices at One Congress Street in Boston turned into a series of exhibit halls for green products. If you are interested in coming next year, contact Barbara McGonagle, Environmental Protection Specialist, at mcgonagle.barbara@epa.gov.

State Sustainability Tidbits

Sustainability Means Savings

State agencies in Massachusetts are leading the way toward sustainability in the Commonwealth, and are saving money in the process. Here are just a few examples:

- MA Department of Correction has saved over **\$46,000** on solid waste bills since July of 2003, a 12% decrease from the same period last year, by recycling mixed paper, cardboard, cans, and bottles.
- Cape Cod Community College has registered for the Commonwealth's first LEED certified building (LEED – Leadership in Energy & Environmental Design – is a third party standard for green design).
- UMass Boston saved 74,000 kWh of electricity and over **\$7,400** by installing “vending misers” on 50 drink and snack vending machines, a simple payback period of less than two years on their original investment.

Want to find out more about what is going on in the state? The State Sustainability listserv is the Massachusetts government employee's source for highlights on what state agencies are doing – and hints, tips, and updates on what you can do to reduce your impact on the environment.

Starting this month, the State Sustainability Program will be using the listserv as a venue for the new “*State Sustainability Tidbits*”, an interesting example, fact, or hint relating to sustainability, which will be sent to the listserv several times each month.

To sign up for the State Sustainability listserv or send in a “sustainability tip” of your own, please send an email to Jaclyn Emig, State Sustainability Project Manager, at jaclyn.emig@state.ma.us, or visit our website at <http://www.mass.gov/envir/sustainable>.

Subscription Information

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